

2007 Veteran Resource Guide

For Arizona Veteran Entrepreneurs



Services Provided by SBA's Veteran Business Development Officer (VBDO)

Pre-Business Plan Workshops: VBDOs conduct entrepreneurial development workshops dealing specifically with the major issues of self-employment impacting Arizona Veterans. An important segment of these workshops is bringing other Veterans Resource Partners together in a "one-stop-shop" atmosphere. Each client is afforded the opportunity to work directly with their VBDO or a SBA business counselor. Additionally

Individual Counseling and Assessments: VBDOs can assist clients in assessing their entrepreneurial needs and requirements to start or stay in business. Further, VBDOs, working with other SBA resource partners, target entrepreneurial training projects and counseling sessions tailored specifically to address the needs and concerns of the service-disabled veteran entrepreneur.

Business Plan Preparations: VBDOs assist clients in developing and maintaining their business plan. The business plan includes such elements as the legal form of the business, equipment requirements and cost, organizational structure, a strategic plan, market analysis, and a financial plan. Financial plans include financial projections, budget projections, and funding requirements. The VBDO may call in specialized assistance from other resource partners.

Comprehensive Feasibility Analysis: VBDOs in consultation with other SBA staff provide assistance in identifying and analyzing the strengths and weaknesses of the business plan to increase the probability of success. The results of the analysis are utilized to revise the strategic planning portion of the business plan. Your VBDO can provide guidance about improvements or strengths that should be capitalized upon.

Mentorship and Other Business Development Needs: Your VBDO or other SBA staff members can conduct, as appropriate, on-site visits with clients to ensure adherence to their business plans. Additionally, VBDOs review monthly financial projections to determine whether the business plan is on track or warrants updating. They can provide assistance and training in such areas as international trade, franchising, Internet marketing, accounting, etc. through SBA's resource partners.

Accessing Capital and SBA Loan Clinics: Your VBDO can assist Veteran entrepreneurs with their financial needs by directing them to a monthly SBA Loan Clinic or pre-qualify them for a SBA 7(a) loan from a participating lender. SBA Loan Clinics are free, 2-hour training classes designed to explain how to find the money to start or grow a business. Pre-qualifying for a SBA 7(a) loan uses SBA Loan Officers to assist prospective borrowers in determining if they are bankable and can create a viable loan application package to secure a loan. Once the determination is made (generally in one week) and a favorable recommendation offered, SBA generates a letter of prequalification stating that based on the information submitted, it appears the client meets SBA's eligibility requirements and has sufficient credit factors to justify a loan. The client can then present the letter to a SBA participating lender to start the credit application process. Note there are no guarantees the lender will accept and or approve the loan. However, know the loan meets SBA's basic requirement will open many credit doors.

For more information, call (602)
745-7200 or register on-line at
www.sba.gov/az

www.sba.gov/az
1-800-U ASK SBA

Over

All of SBA's programs and services are provided to the public on a nondiscriminatory basis.

RESOURCES FOR ARIZONA VETERANS

ORGANIZATION	STREET ADDRESS	CITY	ST	ZIP	PHONE	EMAIL
City and County Government						
Maricopa Workforce Connections	9770 W Peoria Ave	Peoria	AZ	85345	623-934-3231 x201	cshaw@mail.maricopa.gov
Maricopa County	2901 W Durango	Phoenix	AZ	85009	602-506-7481	fentresstruxon@mail.maricopa.gov
City of Phoenix	200 West Washington Street, 11th Fl	Phoenix	AZ	85003	602-534-1275	ryan.burke@phoenix.gov
Federal Government						
US Small Business Administration	2828 North Central Ave, Suite 800	Phoenix	AZ	85004	602-745-7230	James.piper@sba.gov
VA Medical Center	4001 N 3rd Street, Fairmount Pl. Ste # 300	Phoenix	AZ	85012	602-212-2163	pat.amidon@med.va.gov
US Dept of Veterans Affairs-Phoenix	3333 N. Central Ave	Phoenix	AZ	85012	602-627-2735	dirmcbr@vba.va.gov
US Dept of Veterans Affairs	1000 E. Apache Blvd. Ste. 103	Tempe	AZ	85287	480-965-2752	vrergunt@vba.va.gov
Luke AFB-Family Support Center	7282 North 137th Ave	Luke AFB	AZ	85309	623-856-6839	dorthy.mcdaniel@luke.af.mil
Marine Corps community Service Yuma	MCAS Box 99132	Yuma	AZ	85369	928-269-5181	emma.mendez@usmc.mil
Marine Corps community Service Yuma	MCAS Box 99132	Yuma	AZ	85369	928-269-2680	tery.peace@usmc.mil
Veterans Affairs Medical Center	650 E. Indian School Rd. Bldg.4	Phoenix	AZ	85012	602-277-5551 x5202	John.Gutierrez@med.va.gov
US Dept. of Labor-Veterans' Employment	1400 W. Washington	Phoenix	AZ	85005	602-379-4961	mendoza-alfredo@dol.gov
US Veterans Affairs	3333 N Central Ave	Phoenix	AZ	85012	800-827-1000	
Western Area Power Administration	615 S. 43rd Ave	Phoenix	AZ	85005	602-352-2778	potts@wapa.gov
Western Area Power Administration	615 S. 43rd Ave	Phoenix	AZ	85005	602-352-2521	dschaeffe@wapa.gov
Vet medical-PCT Clinic	650 e Indian School Rd	Phoenix	AZ	85012	602-277-5551 x 7282	
Office of Small/Disadvantaged Business Utilization	200 Independence Ave. S.W.,Room 360-G Humphrey Building	Washington	D.C.	20201	220-205-9766	clarence.randall@hhs.gov
State Government						
AZ Work Force Connection	9801 N 7th	Phoenix	AZ	85020	602-862-0208	tbeatty@azdes.gov
AZ Dept of Commerce	PO Box 27296	Prescott Valley	AZ	86312	602-319-4344	joanb@azcommerce.com

AZ Dept Economic Security	PO Box 6123	Phoenix	AZ	85005	602-542-6332	tboyes@mail.de.state.az.us
AZ Air National Guard	3200 E Old Tower Rd	Phoenix	AZ	85034	602-302-9292	sandra.lopez@azphoe.ang.af.mil
Army National Guard	10222 N. 7th St.	Phoenix	AZ	85020	623-363-9802	james.william.childers@az.ngb.army.mil
AZ Workforce Connection	9770 W Peoria Ave	Peoria	AZ	85345	623-934-3231	lgrandberry@azdes.gov
US Dept of Veteran Affairs	3333 N Central Ave	Phoenix	AZ	85012	602-627-2822	finjhodg@vba.va.gov
AZ Dept. of Vererans' Services	4141 North 3rd St.	Phoenix	AZ	85012	602-248-1550 x2746	mlaney@azvets.com
Arizona Workforce Connection	2500 E. Cooley, Ste 410	Show Low	AZ	85901	928-532-1516	dmorgan@mail.de.state.az.us
AZ Dept Economic Security	4635 S Central Ave	Phoenix	AZ	85040	602-276-5587	ricciardi@mail.de.state.az.us
State of Arizona	3839 N. 3rd. Street, Ste 200	Phoenix	AZ	85012	602-255-3373	pchorpenning@az.gov
AZ Dept. of Veterns' Services-Education SAA	3839 N. Third Street Ste. 108	Phoenix	AZ	85012	602-255-5395	mfugate@azdvs.gov
Az Workforce Connection	77 E Weldon Ave, Ste 100	Phoenix	AZ	85012	602-640-2981	Mmask@azdes.gov
Service or Non-Profit Organizations						
Amvets American Veterans	3333 N Central Ave	Phoenix	AZ	85012	602-627-3276	ammillr@vba.va.gov
Southern AZ VA Health Care System	3601 S. 6th Ave (9-90C)	Tucson	AZ	85723	520-629-4610	Carlene.Rush@med.va.gov
KBR	72916 Carter Street	Ft. Huachuca	AZ	85670	520-533-2258	buyerfh@hotmail.com
Planning Professionals Ltd.	209 1/2 N. Tennessee St.	McKinney	TX	75069	972-548-1669	ccorcoran@planningprofessionals.com
American Legion Dept of AZ	3333 N Central Ave, Ste 1048	Phoenix	AZ	85012	602-627-3284	advbresa@vba.va.gov
American Legion	00 N Pennsylvania St.	Indianapolis	IN	46206	317-630-1265	wsloan@legion.org
Tribal Governments						
Sitka Tribal Enterprised	200 Katlian St.	Sitka	AK	99835	907-747-7290	operationsmanager@sitkatribes.org
Native American Botanics	PO Box 44287	Tucson	AZ	85733	520-883-8300	quillroga@NativeAmericanBotanics.com

SBA BUSINESS DEVELOPMENT OFFICER

www.sba.gov/az

James Pipper

2828 North Central Ave, Suite 800, Phoenix, AZ 85004

(602) 745-7230

james.pipper@sba.gov